

Message Text

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PAGE 01 THE HA 03315 021535Z

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ACTION COME-00

INFO OCT-01 EUR-06 ISO-00 EB-05 DRC-01 RSC-01 /014 W

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R 021344Z JUL 74

FM AMEMBASSY THE HAGUE

TO SECSTATE WASHDC 3907

UNCLAS THE HAGUE 3315

PASS COMMERCE

E.O. 11652: N/A

TAGS: BEXP, NL

SUBJ: GLOBAL MARKET RESEARCH-BID REQUEST AIR AND WATER
PURIFICATION AND POLLUTION CONTROL EQUIPMENT

REF: STATE A-4497

1. POST REQUESTED BIDS FROM 6 FIRMS FOR SUBJECT STUDY. ONLY ONE FIRM SUBMITTED BID. PROBLEM OF FINDING DUTCH FIRM WILLING TO BID ON CONTRACTS FOR MARKET RESEARCH AT SUGGESTED BUDGET LEVEL CONTINUES. POST BELIEVES THAT UNWESS ANTICIPATED BUDGET IS INCREASED SUBSTANTIALLY, IT MAY BECOME IMPOSSIBLE TO FIND ANY BIDDERS IN HOLLAND IN FUTURE. COMPOUNDING BUDGET PROBLEM WAS DIFFICULTY FINDING FIRMS WILLING TO DO STUDY DURING SLACK SUMMER VACATION PERIOD.

2. SOLE BIDDER WAS ECOPLAN HOLLAND B.V. AMSTERDAM, WHICH BID 13,728.60 DUTCH GUILDERS, INCLUDING VALUE ADDED TAX (ABOUT \$5180.00 AT TODAY'S EXCHANGE RATE), FOR NETHERLANDS ALONE. ECOPLAN PROPOSES MINIMUM 70 INTERVIEWS, 30 EQUIPMENT USERS, 10 TRADE CHANNELS, 10 EQUIPMENT MANUFACTURERS, AND 20 OTHERS. ECOPLAN REPORTS NO PREVIOUS SURVEYS IN THIS FIELD BUT SAYS PROJECT SUPERVISOR IS SINCE 1966 DIRECTOR OF THE DOCUMENTATION SERVICE FOR TECHNICAL POLLUTION PROBLEMS. ECOPLAN ALSO REPORTS THEY ARE CONSULTANTS TO THE MACHEVO/MILIEU 75 ENVIRONMENTAL EQUIPMENT TRADE FAIR IN UTRECHT.

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PAGE 02 THE HA 03315 021535Z

3. POST COMMENT AND RECOMMENDATION.

WE HAVE SEEN ONE OTHER ECOPLAN MARKET RESEARCH STUDY, IN
FIELD OF DO IT YOURSELF, AND ALTHOUGH GENERAL, IT APPEARS
ECOPLAN CAPABLE OF SATISFACTORY WORK. IN VIEW THIS AND FACT
THAT ITS BID WITHIN REASONABLE PARAMETERS OF SUGGESTED
BUDGET, POST RECOMMENDS THEY BE AWARDED CONTRACT.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 02 JUL 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974THEHA03315
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740175-0879
From: THE HAGUE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740779/aaaacpww.tel
Line Count: 69
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: STATE A-4497
Review Action: RELEASED, APPROVED
Review Authority: cunninfx
Review Comment: n/a
Review Content Flags:
Review Date: 29 AUG 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <29 AUG 2002 by ThomasVJ>; APPROVED <16 JAN 2003 by cunninfx>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GLOBAL MARKET RESEARCH-BID REQUEST AIR AND WATER PURIFICATION AND POLLUTION CONTROL EQUIPMENT
TAGS: BEXP, NL
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005